

## KEVIN AMICO

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Marvin Mosley  
Human Resources Director  
ABC Pharmaceutical Corp.  
100 Park Avenue  
Cranston, RI 02910

Dear Mr. Mosley:

As a **Senior Pharmaceutical Sales Representative**, I was delighted to hear of your recent need for someone with my skill set. As you can tell by my attached resume, I have been a sales leader at Pfizer and AstraZeneca for the last ten years. *However, what makes me so unique and valuable is my existing high quality relationships with your target market.* I also have the networking and servicing skills to keep the accounts we gain happy and loyal. As you know, Physicians can be a very finicky lot. I am a firm believer in relationship building and service to earn their trust the old-fashioned way.

Throughout my time at Pfizer and AstraZeneca, I have been a service provider by partnering with my clients as an educator. I became their trusted authority in Cardiac, Immune System and Respiratory medicines. Some examples of my successful sales and partnership ability would include: The Lifespan Hospital System, Department of Defense Accounts, Veteran's Administration Hospitals, multiple teaching institutions and residency programs. To summarize my performance in the last ten years, I sold at least \$2.25 million from new accounts annually and over \$7.5 million in annual sales.

I continued to develop my relationships with the Administrative staff and Physicians using my success with Lifespan as a model. The only missing ingredient in my formula for success now is you my new employer. I was thrilled to learn you were hiring within my existing territory, here in California. Frankly, at this point if I ever left the California territory, they might hunt me down and have me arrested. Arrested for poor decision making that is, it would be abandoning years of hard work, solid relationships and guaranteed money.

Please call me anytime for an immediate interview.

Yours truly,

*Kevin Amico*

Kevin Amico

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Enclosure: Résumé

P.S. My evidence file has impressive W-2 forms, numerous sales awards and annual sales ranking results to prove that I am ready, willing and able to be your next top producer.